Insight

Insight for Independent Software Vendors

Looking forward?
We'll help you
find your way

Insight can help you plan,
build, manage and support
your infrastructure as you
scale and evolve your business.

The more things change the more you shouldn't stay the same.

As you plan for your next phase of growth, it's essential that you consider your infrastructure.

Whether your products are built in the cloud or on your own hardware, your clients will increasingly work across more complex environments. It's important to make sure you can adapt your products accordingly while making sure that they remain profitable as you scale.

How are client needs evolving?

Hybrid cloud
As well as the movement into cloud, there's also some movement outside of it as global data regulation becomes more stringent.
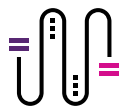
Flexibility
Volatile markets mean that businesses need to be able to scale services up and down in line with demand to manage costs.

Mobility
Current global events have forced organisations to adopt remote working solutions at unprecedented scale.

What does this mean for ISVs?

Scaling deployment of locally developed software with cloud.

Aligning your workloads and technology and adopting cloud platforms to achieve new scalability, flexibility and reach.

Making cloud-deployed solutions suitable for private hosting.

Adapting workloads and governance to run your products on locally-hosted hardware in order to maintain data sovereignty or protect IP.

Evolving strategically.

A rapidly changing market raises several considerations when thinking about service evolution…

Solutions must be agile

Products should not be limited by the platform on which they were created. This means expanding locally hosted products to be deployed in the cloud, and on the flipside, adapting cloud-native software to run on-premises to satisfy regulatory requirements.

Solutions must be cost-effective

Many businesses migrate to save costs, but the different layers of licensing can become complex and inefficient setups may result in unnecessary spend. Licenses must be optimised to protect margins, while still supplying the best possible product to your clients.

Clients need ongoing support

One-off transactions are not helpful to our clients in a market that can change dramatically from one day to the next. Alongside basic troubleshooting, clients need options to optimise, scale and build on their services on an ongoing basis.

A new approach to hybrid cloud.

Insight is a software licensing, workload and platform specialist.

We use our experience in infrastructure strategy to help businesses like yours to deploy, scale and evolve their products across new environments, whether they were born in the cloud or on their own hardware.

Manage
costs & risks
Optimise your setup and carefully plan migration to maximise benefits and minimise risks.

Evolve
your offering
Create new flexibility and scalability to help your clients navigate a volatile market.

Grow
client relationships
Get involved in the client's journey and grow relationships beyond one-off transactions.

Build
recurring revenue
Support clients in managing complexity and optimising the products they buy from you.

Our ultimate aim is to help you adapt and evolve your client offering to keep your engagements profitable and aligned to your clients' needs as they work across ever more complex hybrid environments.

Adopt a strategic approach to cloud.

Insight can guide you through all stages of your strategic cloud journey, from the first exploration of cloud or hybrid opportunities and benefits to support and optimisation after migration.

Plan

If you're planning to migrate some workloads to or from the cloud,
we can help you to assess opportunities, benefits and any potential risks.

- Increase your understanding of the intricacies of hybrid infrastructure.
- Discover how new technologies are impacting businesses and people and
  how this impacts your technical needs.
- Assess the current and future needs of your business and build a migration plan.

SERVICES: Hybrid/Public Cloud Assessments

Build

If you've already decided on what you need to do or started migrating already,
we can help you to migrate, set up and optimise your chosen infrastructure.

- Create a detailed migration roadmap to ascertain workflows, architecture and
  where and when each workload will migrate.
- Assess migration readiness including a benefits and risk analysis.
- Migrate your systems using Insight Migration Services.

SERVICES: Migration Services, Azure Foundation

Manage

Once your workloads have been migrated, Insight can help you to optimise and monitor
your new setup though ongoing managed services.

- Optimise efficiency and improve the business value of your chosen solution.
- Make long-term improvements.
- Gain professional support from a dedicated team of specialists.
- Keep your solutions up to date with automatic adjustments.

SERVICES: Managed Azure

Support

For day-to-day challenges, you can rely on specialist helpdesk and troubleshooting support.

- Monitor your environments and resolve issues quickly.
- Gain professional support from a dedicated team of specialists.

**SERVICES:** Ongoing Support (OneCall)

We go the extra mile to keep you accelerating.

Unlike traditional players in software licensing, we focus on helping your organisation accelerate by optimising your existing setup and transforming your core workloads to take advantage of new opportunities.

Multi-level expertise
We can help you understand licenses, workloads and platforms.
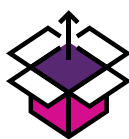
Vendor partnerships
We have developed several vendor programmes to build bespoke solutions.

Global & local coverage
We can execute locally with global coverage and capability.

Managed services
We offer an extensive service portfolio to help you manage and optimise.

Your clients' needs are evolving. Make sure you're part of the journey.

Contact your local Insight representative to find out more or email us at **partnership@insight.com.**

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